

PART-I LESSONS 1-22

We have met the enemy and it is us. **Walt Kelly**

A man's greatest battles are the ones he fights within himself. **Ben Okri**

Antagonism is a form of struggle within a contradiction, but not the universal form.
Mao Zedong

We should look in society not for consensus, but for in eliminable and acceptable conflicts, and for rationally controlled hostilities, as the normal condition of mankind...Harmony and inner consensus come with death.

Stuart Hampshire

An ounce of mediation is worth a pound of arbitration and a ton of litigation.

Joseph Grynbaum

The courts of this country should not be the places where the disputes end after alternative methods of resolving disputes have been considered and tried.

Justice Sandra Day O'Connor

If you are patient in one moment of anger, you will escape a hundred days of sorrow.
(A Chinese proverb)

Do not find fault, find a remedy. **Henry Ford**

The greatest glory in living lies not in falling, but in rising every time we fall.

Nelson Mandela

No doubt there are other important things in life besides conflict, but there are not many other things so inevitably interesting. The very saints interest us most when we think of them as engaged in a conflict with the Devil. **Robert Lynd**

When one ceases from conflict, whether because he has won, because he has lost, or because he cares no more for the game, the virtue passes out of him

Charles Horton Cooley

There are three principles in a man's being and life, the principle of thought, the principle of speech, and the principle of action. The origin of all conflict between me and my fellow-men is that I do not say what I mean and I don't do what I say.

Martin Buber

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Well begun is half done. **Aristotle**

All men have an instinct for conflict: at least, all healthy men. **Hilaire Belloc**

It is essential to the sanity of mankind that each should think the other crazy...

Emily Dickinson

The shortest and best way to make your fortune is to let people see clearly that is in their best interests to promote yours. **La Bruyere**

The interest of the landlord is always opposed to the interests of every other class in the community. **David Ricardo**

We have no eternal allies and we have no perpetual enemies. Our interests are eternal and perpetual, and those interests it is our duty to follow.

Lord Palmerston

It is easier for a camel to pass through the eye of a needle if it is lightly greased.

Kehlog Albran

I do not love the money. What I do love is the getting of it...What other interest can you suggest to me? I do not read. I do not take part in politics. What can I do?

Philip D. Armour

There are two educations, one should teach us how to make a living and the other how to live. **John Adams**

Nothing is given to man on earth - struggle is built into the nature of life, and conflict is possible - the hero is the man who lets no obstacle prevent him from pursuing the values he has chosen. **Andrew Bernstein**

If thou are a master, be some time blind; if a servant, sometimes deaf.

Thomas Fuller

Problems are only opportunities in work clothes .**Unknown**

You are educated when you have the ability to listen to almost anything without losing your temper or self-confidence. **Robert Frost**

Don't trust anyone over thirty. **Jerry Rubin**

Complexity and trust go together...the more firms downsize and outsource, the more they need partnerships, alliances, and joint ventures. **Peter Keen**

It takes years to build up trust, and only seconds to destroy it. **Author unknown**

You may be deceived if you trust too much, but you will live in torment if you don't trust enough. **Frank Crane**

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A verbal contract isn't worth the paper it's written on. **Samuel Godwyn**

If you'll believe in me, I'll believe in you. **Lewis Carroll**

Believe in yourself, but do not always refuse to believe in others. **Joaquim Maria Machado de Assis**

The ultimate measure of a man is not where he stands in moments of comfort and convenience, but where he stands at times of challenge and controversy.

Martin Luther King, Jr.

If a man empties his purse into his head, no man can take it away from him. An investment in knowledge always pays the best interest. **Benjamin Franklin**

Let us never negotiate out of fear, but let us never fear to negotiate.

John Fitzgerald Kennedy

Making a billion dollars on a new deal is not difficult for me. Making it in a way that gives me satisfaction is the real challenge. **Adnan Khasoggi**

Compromise used to mean that half a loaf was better than no bread. Among modern statesmen it really seems to mean that half a loaf is better than a whole loaf.

G. K. Chesterton

PART-II LESSONS 23-45

Anger can be an effective negotiating tool. **Mark McCormack**

You must never try to make all the money that's in a deal. Let the other fellow make some money too, because if you have a reputation for making all the money there is in a deal, you won't make many deals. **J. Paul Getty**

War is the trade of kings. **John Dryden**

Wounds inflicted by the sword heal more easily than those inflicted by the tongue. **Cardinal Richelieu**

I don't know with what weapons World War III will be fought, but World War IV will be fought with sticks and stones. **Albert Einstein**

Power is where power goes. **Lyndon Baines Johnson**

Headmasters have powers at their disposal with which Prime Ministers have never yet been invested. **Winston Churchill**

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There is no history of mankind, there are only many histories of all kinds of aspects of human life. And one of these is the history of political power. This is elevated into the history of the world. **Karl Popper**

The greater the power, the more dangerous the abuse **Edmund Burke**

The weak have one weapon: the errors of those who think they are strong.
George Bidault

In individuals, insanity is rare; but in groups, parties, nations, and epochs it is the rule. **Friedrich Nietzsche**

Every man over forty is a scoundrel. **George Bernard Shaw**

I love the people with their straightforward minds. It's just that their smell brings on my migraine. **Bertolt Brecht**

Man for the field and woman for the hearth:
Man for the sword and for the needle she:
Man with the head and woman with the heart:
Man to command and woman to obey;
All else confusion
Alfred Tennyson (1809 - 1892) British poet

Obedience is woman's duty on earth. Harsh suffering is her heavy fate.
Friedrich von Schiller

Leaders have to break out of old habits and stereotypes to build organizations that continually improve quality and reduce costs to prosper in the turbulent marketplace.
Dean Tjosvold

I believe world civilization can be built only upon the common basis of international living...The ideal life...to live in an English cottage, with American heating, and have a Japanese wife, a French mistress, and a Chinese cook.

Lin Yutang

Life is one long process of getting tired.
Samuel Butler

Life is making us abandon established stereotypes and outdated views, it is making us discard illusions. **Michail Gorbachev**

A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty. **Winston Churchill**

It's a well-known proposition that you know who's going to win a negotiation: it's he who pauses the longest. **Robert Holmes à Court**

Only free men can negotiate; prisoners cannot enter into contracts. **Nelson Mandela**

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If you choose to be a negotiator, you eliminate worry about whether you deserve to be successful. **Theodore Zeldin**

There are many occasions in life where it is possible to affect by forgiveness every object which proposes to effect by resentment. **Sydney Smith, Sermon**

Identify with the victims and you become one yourself. Victims make lousy litigators. **Russell Banks**

Discourage litigation. Persuade your neighbors to compromise whenever you can. As a peacemaker the lawyer has a superior opportunity of being a good man. There will still be business enough. **Abraham Lincoln**

Win your lawsuit and lose your money. **Anonymous, Chinese Proverb**

Focus 90 percent of your time on solutions and only 10 percent of your time on problems. **Anthony J D'Angelo**

In civilized life, law floats in a sea of ethics. **Earl Warren**

'Golden Rule'-- 'do unto others as you would have them do unto you'.

Law and settled authority is seldom resisted when it is well employed. **Dr. Johnson**

Excellence is to do a common thing in an uncommon way. **Booker, T**

A little inaccuracy sometimes saves a ton of explanation. **H. H. Munro**

With the world becoming a smaller and more vulnerable place, we have no choice to continue to engineer an increasingly effective array of alternative tools for dealing with interpersonal conflict. **Lauri S. Coltri**

There is one thing stronger than all the armies in the world, and that is an idea whose time has come. **Victor Hugo**

A camel is a horse designed by a committee **Anonymous**

**Regards,
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